

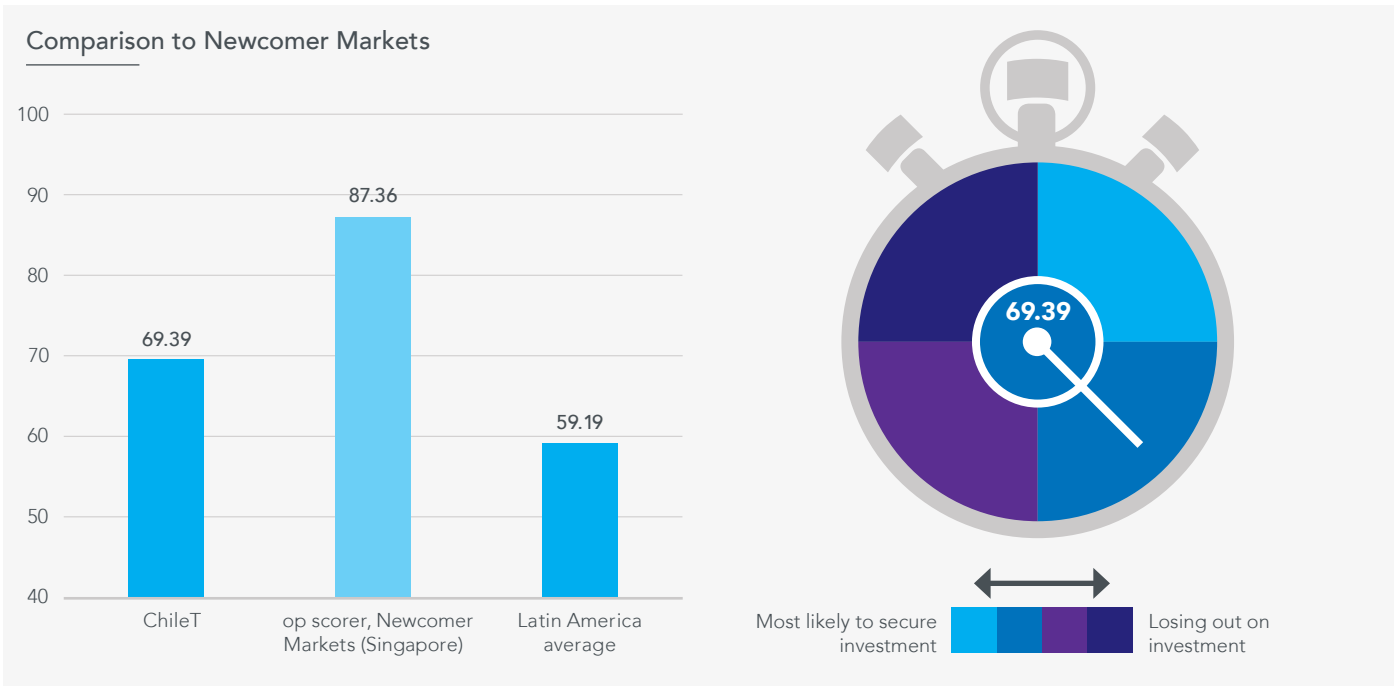
# ASCENDING TO THE PEAK OF BIOPHARMACEUTICAL INNOVATION



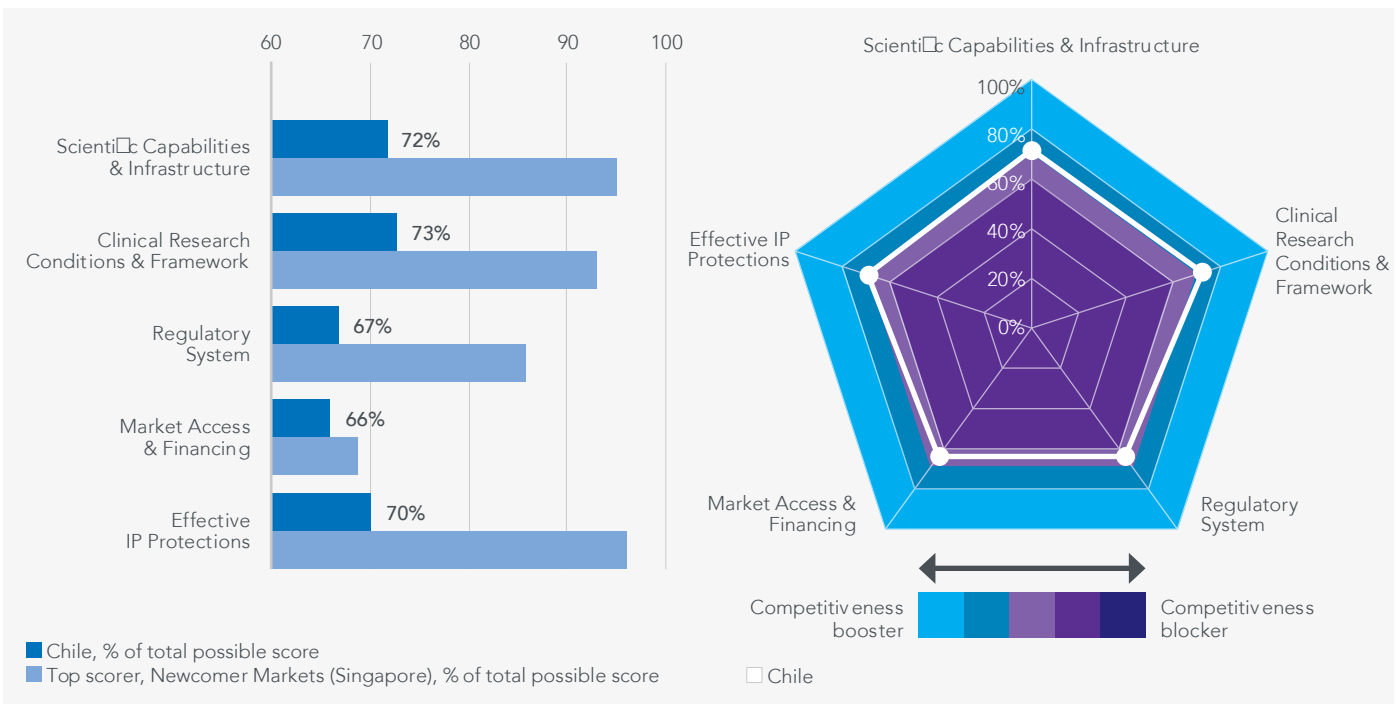


# CHILE

## BCI Survey 2017 – Overall Scores



## BCI Survey 2017 – Category Scores



## BCI Results In Depth: What helps and what hinders Chile's biopharmaceutical competitiveness?



### Scientific Capabilities & Infrastructure

- ✓ Despite a per capita R&D spending below the OECD average, executives see resources being invested strategically and consistent with an overall plan to turn Chile into a regional R&D hub.
- ✓ While biopharmaceutical R&D partnerships and infrastructure are considered nascent, they are seen as developing steadily.



### Clinical Research Conditions & Framework

- ✓ Respondents rate the clinical trial environment fairly highly, with good CRO infrastructure and streamlined approval process, though the main hospitals and clinics are seen as lacking clinical research centers.
- ✗ Some aspects of the recent "Ricarte Soto" law (including lengthy sponsor liability) have created significant uncertainty, with executives voicing concern that it may hamper investment in clinical research.



### The Regulatory System

- ✓ Executives rate positively the regulatory environment, noting high regulatory standards relating to biopharmaceuticals, and welcome the fact that Chile is seeking to become a Level 4 PAHO/WHO accredited regional authority.
- ✗ Concerns remain, however, over what are considered to be low approval standards for biosimilars.



### Market Access & Financing

- ✗ Respondents report that heavy discounts negotiated in public tenders by CENABAST weigh down investment attractiveness.
- ✓ Executives are optimistic about efforts to increase the level and scope of funding for high-cost treatments under the Ricarte Soto Law, as well as what they consider an openness to value-based models by the health regulator.



### Effective Intellectual Property Protections

- ✗ Respondents view slow implementation of RDP and the recent threat of compulsory licensing based on pricing considerations as hindering an otherwise promising national efforts to turn Chile into a hub of innovation.
- ✓ The patenting process is viewed fairly strongly, with executives welcoming the Patent Prosecution Highway with ProSur and hiring of additional skilled examiners.



## BCI 2017 Overall Results

### Newcomer Market

